



Performance-Based Acquisition Challenges

- **Difficult to apply to SETA and A&AS contracts**
 - **Simple metrics not meaningful**
 - **Meaningful metrics difficult to define**
 - **Education available, but not for SETA application**
 - **QAEs need more training to apply the principles**
- **Contract consolidations usually involve contracts that were not PB**
 - **Makes transition to PB more difficult**
 - **The desire to do PB contracting not clear in all cases**
- **We need goals that survive people**



Improving Communications

- **Strategic plans are not available to all contractors**
 - Many only see pieces, most see nothing, few see classified
 - Should include release of roadmaps of organizations like XP, DR, LC, etc.
 - Partnership involves trusting the contracting community with information like budgets,
 - Sharing must be with full community, not select contractors or only those who hold contracts
- **Share risk, modernization and standardization goals with industry during the acquisition cycle**
- **Need to staff key acquisition programs properly, even if it is at the expense of other programs**
- **Broad IDIQ contracts (like NETCENTS) may not be good fits for all pursuits. Make sure the shoe fits before wearing it.**
- **Non-release of organization charts makes contacts much more difficult.**
- **Contract ethics briefings are too restrictive, result in fear of talking to contractors.**
- **Need standard approach to using systems like FEDTEDS**
- **Acquisition excellence = Government/industry partnership excellence**